

Message Text

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PAGE 01 TEHRAN 05902 050934Z
ACTION NEA-10

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-----053823 050935Z /17

R 050620Z JUL 77
FM AMEMBASSY TEHRAN
TO USDOC WASHDC
INFO SECSTATE WASHDC 3370
AMEMBASSY KABUL

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USDOC FOR COM/MEPD

E.O.11652: N/A
TAGS: BENC, AF, IR
SUBJ: MAJOR PROJECT: KANDAHAR CEMENT

REF: STATE 153941

1. DRAWING UPON SUBSTANCE OF REFTEL, EMBOFF BROUGHT UP MATTER OF KANDAHAR CEMENT PLANT, AND PARTICULARLY STATUS OF FULLER CONTRACT, IN COURSE OF CONVERSATION WITH GOI MINISTER OF COMMERCE MANUCHEHR TASLIMI. USDOC WILL RECALL THAT TASLIMI WAS PRINCIPAL GOI NEGOTIATOR ON THREE PROJECTS DISCUSSED WITH AFGHAN OFFICIALS IN TEHRAN A FEW WEEKS AGO, PREVIOUSLY REPORTED BY EMBASSY KABUL. EMBOFF SAID THAT FULLER AND ASSOCIATES HAD REACHED ADVANCED STAGE OF NEGOTIATIONS WITH AFGHANS ON KANDAHAR CEMENT PLANT AND IN FACT HAD A CONTRACT IN HAND. EMBOFF INQUIRED AS TO HOW RECENT NEGOTIATIONS WITH AFGHANS IN TEHRAN HAD GONE AND WHAT COULD FULLER COMPANY ANTICIPATE RE ITS CONTRACT FOR KANDAHAR.

2. TASLIMI SAID THAT NEGOTIATIONS WITH AFGHANS HAD BEEN DIFFICULT. HE SAID AFGHANS CAME TO TEHRAN WITH
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A SHOPPING LIST OF PROJECTS FOR WHICH THEY SOUGHT 100 PERCENT GOI FINANCING BUT WITH NO IRANIAN "PARTICIPATION" WHATEVER (E.G., GOODS AND SERVICES). THIS AFGHAN TACTIC, HE SAID, OF ASKING GOI FOR THE FINANCING BUT LEAVING TO GOA FULL POWERS AS TO WHO WILL GET THE WORK ON THE PROJECTS IS NO LONGER ACCEPTABLE TO GOI. AFGHANISTAN HENCEFORTH WILL HAVE TO STATE WHAT

THE "IRANIAN CONTENT" OF GOI FINANCED PROJECTS IN AFGHANISTAN WILL BE. HE WAS FRANK TO CONCEDE THAT AFGHANS DO NOT WANT GOI FINANCED PROJECTS TO BE IN ANYWAY "JOINT VENTURES" WITH IRAN BUT ADDED THAT GOA WOULD SIMPLY HAVE TO ABANDON THIS STANCE. HE WAS UNMOVED BY EMBOFF EXPLANATION THAT FULLER HAD SPENT A GREAT DEAL OF MONEY DEVELOPING KANDAHAR PROPOSAL ONLY TO SEE ITS PARTICIPATION IN IT ABOUT TO BE DERAILED. TRADITIONAL IRANIAN SUSPICIONS OF AFGHANS, PARTICULARLY IN CONTEXT OF AFGHAN-SOVIET UNION RELATIONS, WERE MUCH IN EVIDENCE IN TASLIMI'S REMARKS.

3. EMBASSY RECOGNIZES THAT PROSPECT OF SHARING KANDAHAR PROJECT WITH IRANIAN SUPPLIERS MAY NOT BE ALTHOGETHER PALATABLE INSOFAR AS FULLER COMPANY IS CONCERNED, PARTICULARLY AT THIS LATE DATE. NONETHELESS, AN OVERTURE TO GOI BY FULLER AS REGARDS IRANIAN PARTICIPATION, POSSIBLY IN CONSTRUCTION SUB-CONTRACTING, SEEMS TO BE ONLY WAY TO GET PROJECT MOVING AGAIN.

4. USDOC/MEPD IS REQUESTED TO PASS SUBSTANCE OF FOREGOING TO FULLER COMPANY. EMBASSY WILL AT SAME TIME ADVISE LOCAL FULLER COMPANY REP OF SITUATION AS WE NOW SEE IT AND EXPLORE POSSIBLE OPTIONS AVAILABLE AT THIS TIME.

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Message Attributes

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